

1042501.1 0540.1

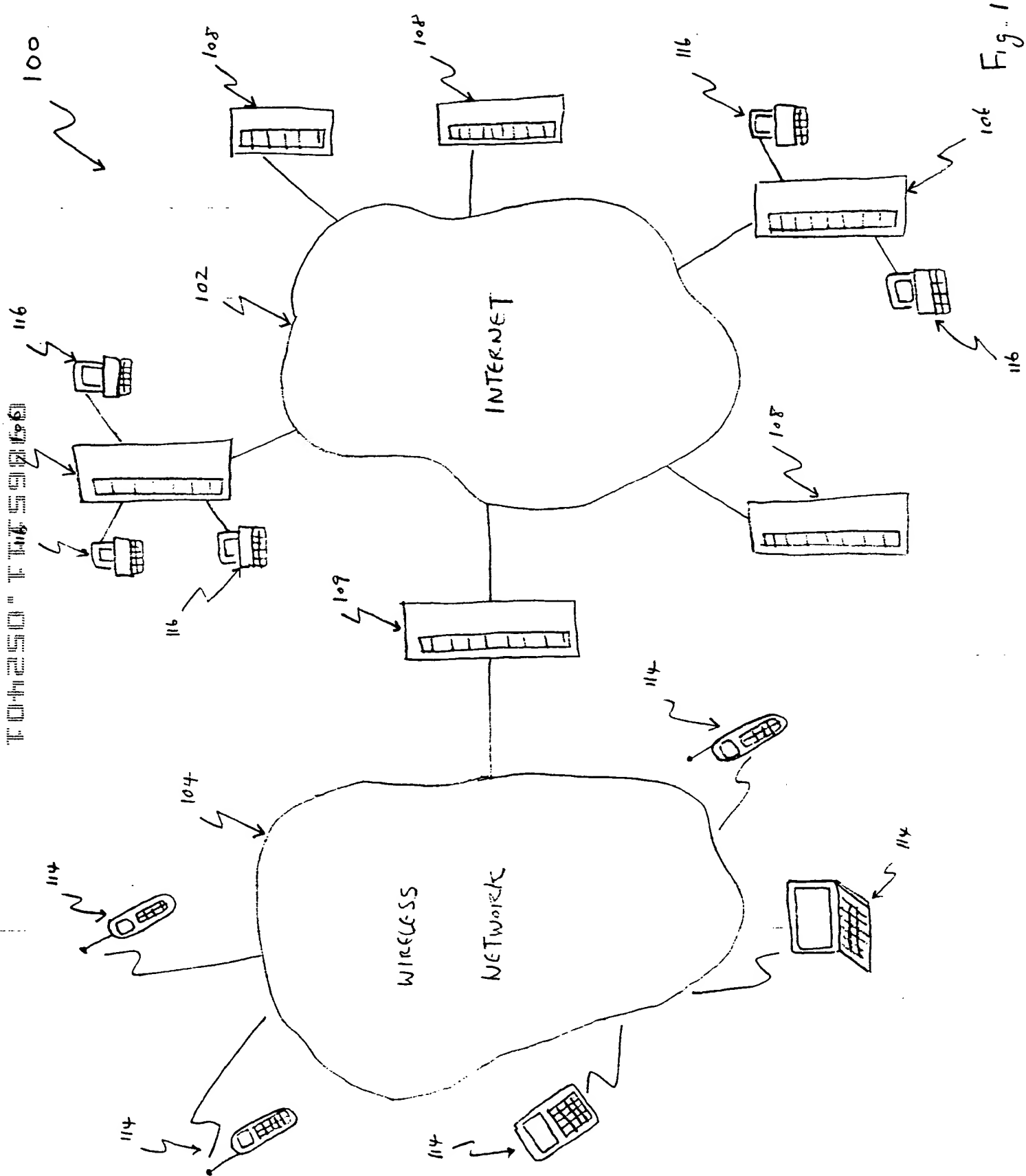


Fig. 1

200 FIG. 250 "FIG. 250"

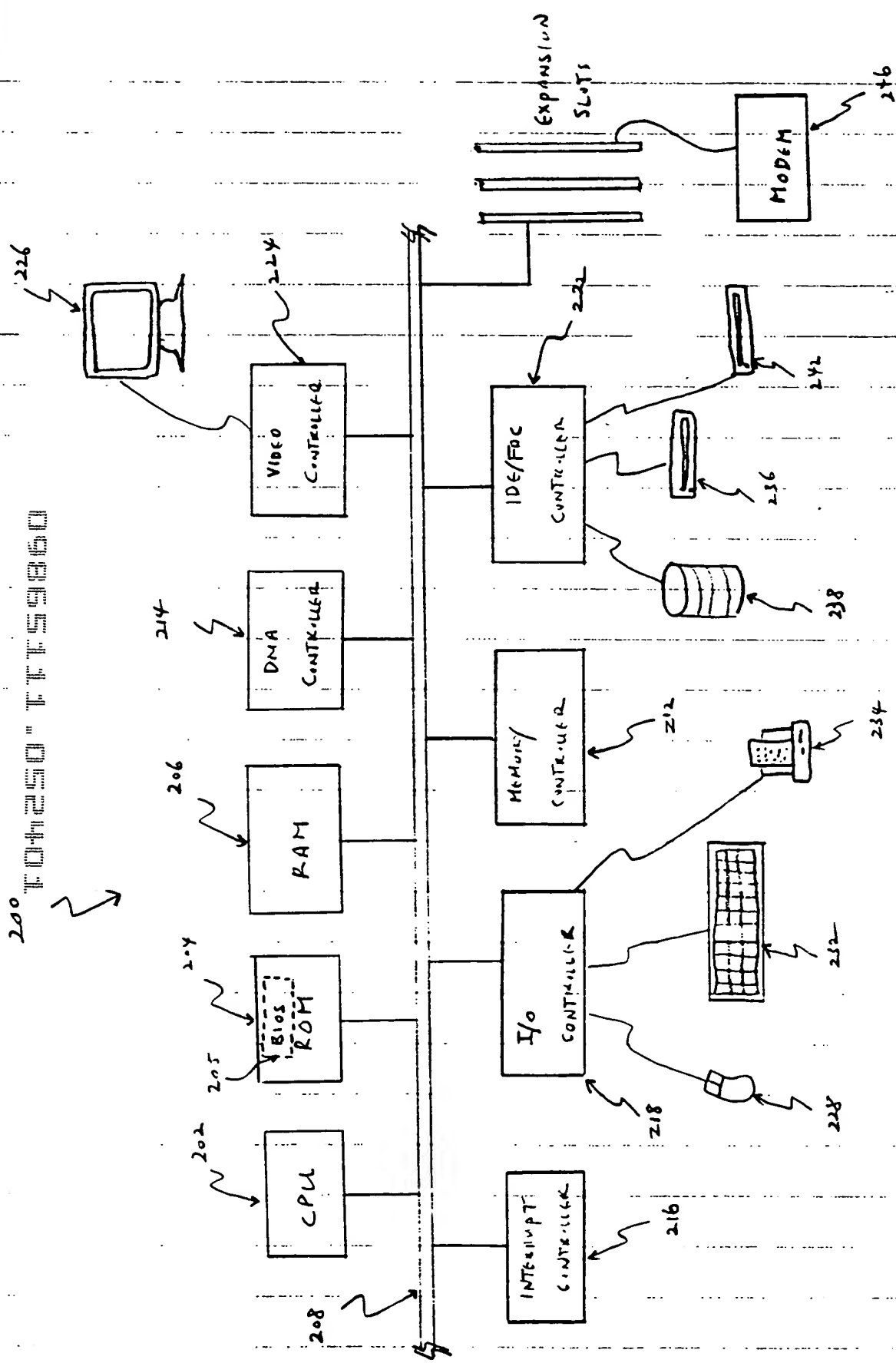


FIG. 2

09865111 052401

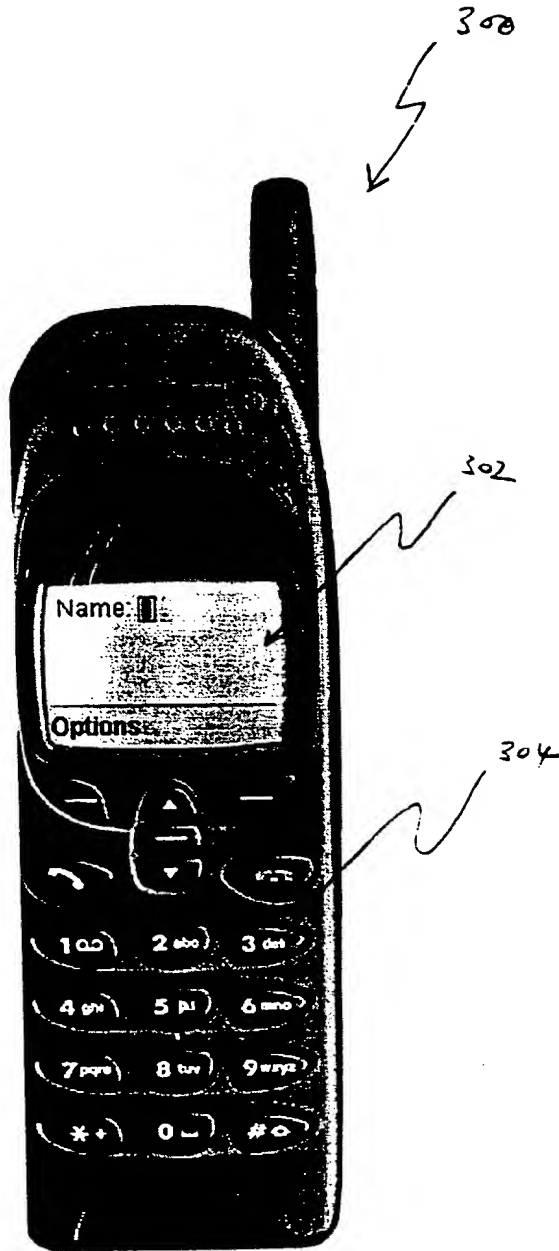


Fig 3

Platform Admin

Subscribers

Business Admin

402

407

406

410

User Interface

Negotiation Engine  
OFFER PACKAGE ENGINE

Database

XML  
XSL

HTML  
WML

XSLProcessor

Business Rules + Inference Engine

Messaging

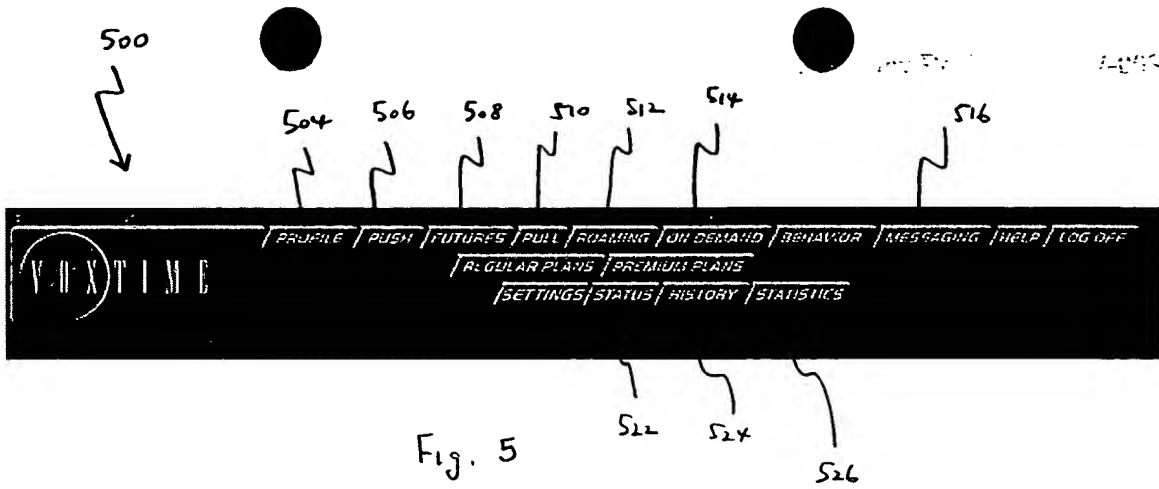
404

408

409

Fig. 4

096511052401  
T04250TTF5860



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Nr	Name	Number of Members	Description
1.	All	43.	All the cutomers.
2.	Americans	6.	All the customers living in US.
3.	Romanians	12.	All customers living in Romania.
4.	Roaming users	31.	All the customers that are using the roaming facilities.
5.	Business Users	33.	All customers that have business contract
6.	Private Users	10.	All the customers having private contracts.
7.	SMS Users	37.	This group involves all SMS users, regardless of their other profile matters (location, type of contract, etc.)

Fig. 6

CREATE NEW OFFER

## Special Offer

Name

Option	Rate [USD]	Call Duration [mins]
First	<input type="text" value="0.25"/>	<input type="text" value="10"/>
Second	<input type="text" value="0.20"/>	<input type="text" value="8"/>
Third	<input type="text" value="0.28"/>	<input type="text" value="22"/>

Call Time: between  :  PM  and  :  PM

Send to

Send on:

Send at:   :  PM

Freeze Offer: ☐

Fig. 7

800  
↓

## Special Offers History

804

802

Date:  /  /  [Change Date](#)

No Name

Send to Groups

Sending Time

1. Offer to All

All

May 25, 2000 11:39 AM

2. May Offer

Americans

May 25, 2000 12:09 PM

Fig. 8

0986511 052401  
T04259 T058860



No	Offer Name	Sent Offers	Accepted Offers	Acceptance Rate	Potential Income
1.	Offer to All	2874	16	0.55%	\$ 87.45
2.	Offer to Romanians	1173	44	3.75%	\$ 616.00
3.	Offer to Americans	64	8	12.5%	\$ 25.40

Fig. 9

900

T04250" T T 5860

## Pull Settings

Flat Fee  [USD]  
Flat Fee + Extra Rate  [USD] +  [%]  
Extra Rate  [%]  
Simulate Network Busy ☒

UPDATE RESET

Fig 10

## Pull Statistics

Date:  /  /

No	Date	Access Fee	Extra Rate	Call Duration	Income
1.	May/22/2000 4:22 PM	\$ 0.50	\$ 0.05 /min	2 mins	\$ 0.60
2.	May/22/2000 7:22 PM	\$ 1.00	\$ 0.00 /min	2 mins	\$ 1.00
3.	May/22/2000 7:35 PM	\$ 0.00	\$ 0.16 /min	2 mins	\$ 0.32
4.	May/22/2000 8:22 PM	\$ 0.50	\$ 0.05 /min	2 mins	\$ 0.60
5.	May/23/2000 10:10 AM	\$ 0.50	\$ 0.05 /min	9 mins	\$ 0.95

Your total gain is: \$ 3.47

1100  
FJ //

## Configure Agent for Premium Plans

Agent Name

Location

Deadline     
  
 :

Parameters	Best **	Worst **	MU	Importance*	Behavior
------------	------------	-------------	----	-------------	----------

Call Duration	<input type="text" value="36"/>	<input type="text" value="5"/>	minutes	<input type="text" value="0.4"/>	<input type="text" value="Concessive Behavior"/>
---------------	---------------------------------	--------------------------------	---------	----------------------------------	--

Additional Price	<input type="text" value="0.5"/>	<input type="text" value="0.2"/>	USD	<input type="text" value="0.3"/>	<input type="text" value="Concessive Behavior"/>
------------------	----------------------------------	----------------------------------	-----	----------------------------------	--

Access Fee	<input type="text" value="2"/>	<input type="text" value="1"/>	USD	<input type="text" value="0.2"/>	<input type="text" value="Aggressive Behavior"/>
------------	--------------------------------	--------------------------------	-----	----------------------------------	--

Fig. 12

1302

## Behavior Editing Issues

Name

### Tactics Editing

To add a new tactic select the heading checkbox.

	Name	Weight	Parameter
1304	<input checked="" type="checkbox"/> Time Exponential	0.1	0.1
1306	<input type="checkbox"/> Select Tactic	0.1	
1308	<input type="checkbox"/> Select Tactic	0.1	

1312

1314

1300

Fig. 13

No	Agent Name	Partner	Status
1.1	<u>Premium Plans Agent</u>	new connection	<input type="checkbox"/> Active

1400 (points to the table header)  
 1420 (points to the Status column)  
 1402 (points to Premium Plans Agent)  
 1404 (points to new connection)  
 1424 (points to the checkbox)  
 1422 (points to the text Active)

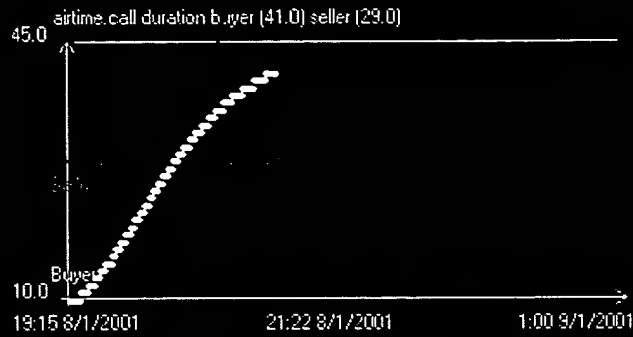
Fig. 14

1502

# AGENT ONLINE VIEWER

Please pay attention to the following dynamics. This is how you will be able to detect changes in the status of this live negotiation.

CLOSE



1504

Fig 15

1600



No	Agent Name	Partner	Status
1.13	Premium Plans Agent	Aquila	Deal Failed
1.14	Premium Plans Agent	Antares	Deal Closed
1.15	Premium Plans Agent	Deleted agent	Deal Closed

↗  
1602

↗  
1604

↗  
1606

Fig. 16

090511 052401



Fig. 17

No	Parameter	Value	MU
1	Call Duration	59	minutes
2	Additional Price	10	USD
3	Access Fee	10	USD

Fig. 18

No	Parameter	My Agent Last Value	Partner Agent Last Value	MU
1	Call Duration	29	30	minutes
2	Additional Price	5	2	USD
3	Access Fee	10	10	USD

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T04250"TT59860

- N No : Negotiated Deals - the number of all the agent's negotiations
- CD No : Closed Deals - the number of successful deals
- NCD No : Failed Deals - the number of failed negotiations
- R No : Number of current live negotiations – the current negotiations
- SR : Success Rate - the rapport between successful and number of all negotiations
- FR : Fail Rate - the rapport between failures and total number of negotiations

Fig. 19

09865111 052401

Fig. 20

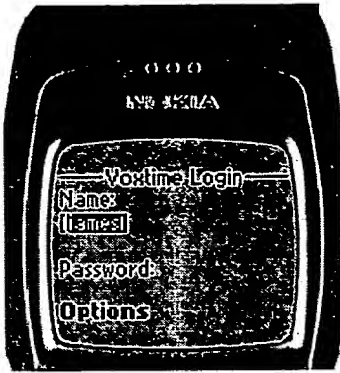


Fig. 21

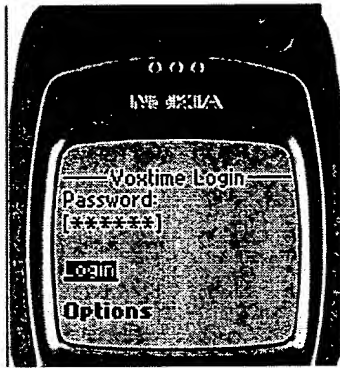


Fig. 22

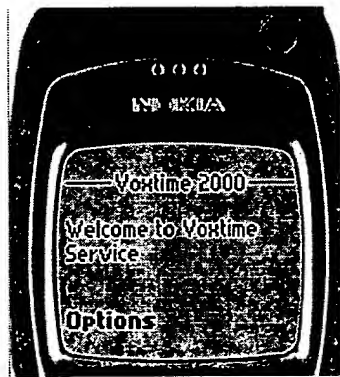
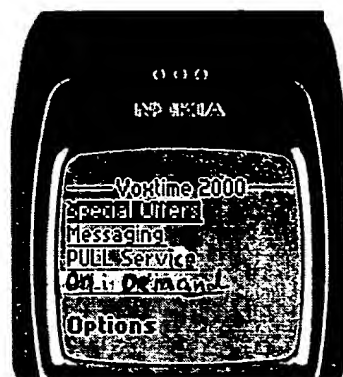


Fig. 23

Fig. 23



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Fig. 24

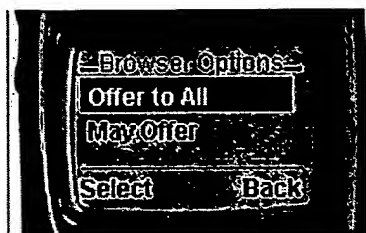


Fig. 25

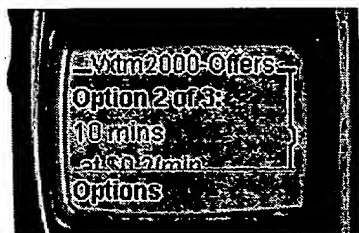


Fig. 26

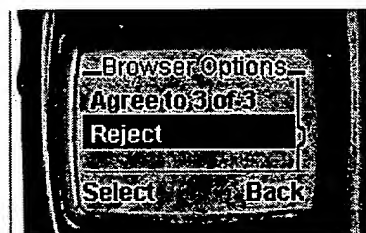
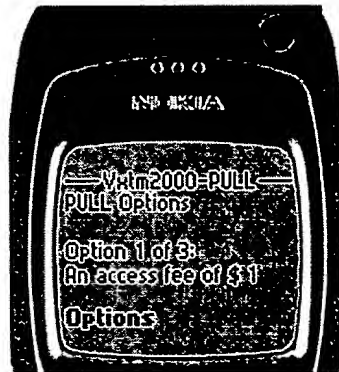


FIG. 27



FIG. 28



0985111 052401

Fig. 29

Fig. 29

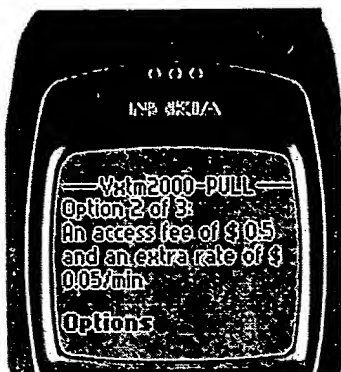


Fig. 30

Fig. 30

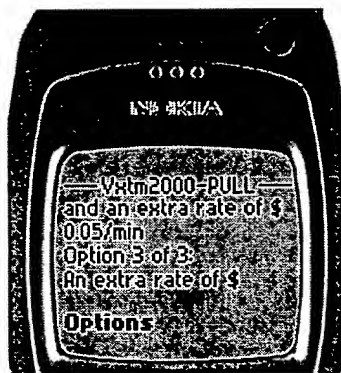


Fig. 31

Fig. 31

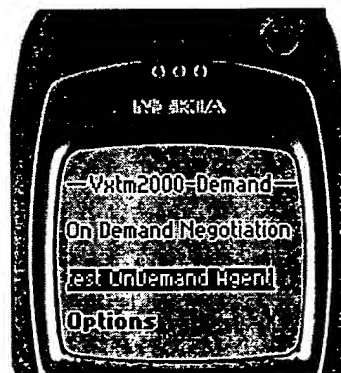


Fig. 32

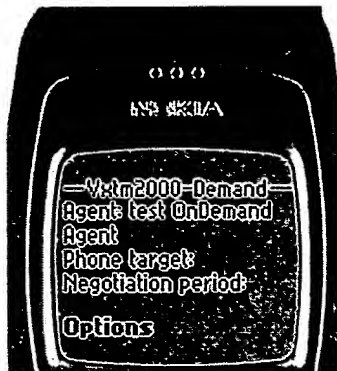


Fig. 33

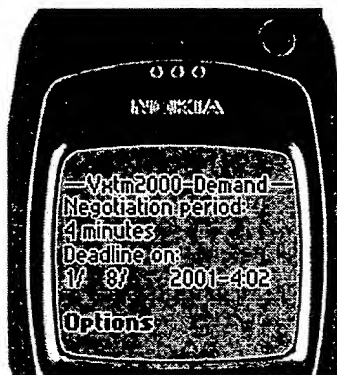


Fig. 34

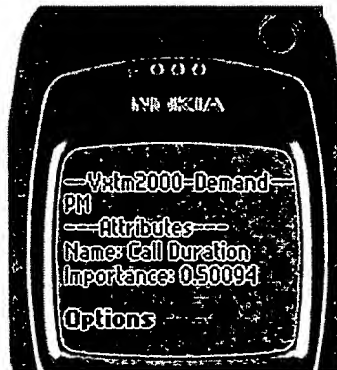




Fig. 35

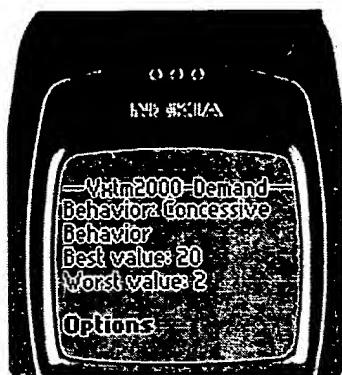
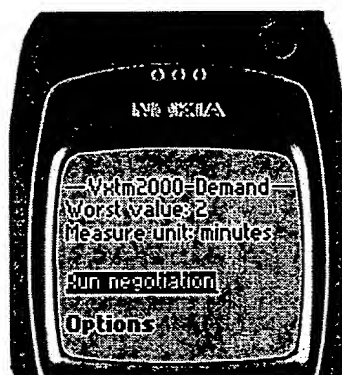


Fig. 36



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